



STATE OF IOWA  
MASTER AGREEMENT

MA# 005 MA3036MV3OF3 3  
EFFECTIVE BEGIN DATE: 07-01-2006  
EXPIRATION DATE: 06-30-2007  
PAGE: 1 of 4

BUYER : RANDALL STAPP  
Randall.Stapp@iowa.gov  
515-242-5005

FOB FOB Dest, Freight Prepaid

PAYMENT TERMS (%): DAYS:

**VENDOR:**

Koch Brothers  
Business Systems Center  
325 Grand  
Des Moines, IA 50306  
USA

**VENDOR CONTACT:**

FAX 244-8396

PHONE: 515-244-4900

EXT:

EMAIL:

VENDOR #: 42036311000

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**DESCRIPTION OF ITEMS CONTRACTED**

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**COPIER EQUIPMENT AND MAINTENANCE**

Contract to provide copy machine equipment and service pursuant to the specifications and terms & conditions of the University of Iowa solicitation on file with the Department of Administrative Services, General Services Enterprise - Purchasing.

PAYMENT TERMS: NET 30 DAYS

FOB: DESTINATION

**RENEWAL PERIODS**

FROM 07-01-2007 TO 06-30-2008

FROM 07-01-2008 TO 06-30-2009

FROM 07-01-2009 TO 06-30-2010

FROM 07-01-2010 TO 06-30-2011

**THRESHOLDS**

MINIMUM ORDER AMOUNT:

MAXIMUM ORDER AMOUNT:

NOT TO EXCEED AMOUNT:

**AUTHORIZED DEPARTMENT**

ALL

SUB Political Sub-divisions

**TOTAL \$0.00**

VENDOR:

APPROVED BY:

THIS MA IS SUBJECT TO THE TERMS AND  
CONDITIONS ATTACHED HERETO.  
PLEASE SEE ATTACHMENTS FOR  
FURTHER DESCRIPTIONS.



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000		60046	\$0.000000
				\$0.000000
			Copy Machines, Digital	
			See Attached Specifications and Pricing	
2	0.00000		60047	\$0.000000
				\$0.000000
			Copy Machine Add-On Accessories	
			See Attached Specifications and Pricing	
3	0.00000		93927	\$0.000000
				\$0.000000
			Copy Machine Maintenance and Repair	
			Service agreement with supplies (except paper and staples).	
			Prices shall be firm for one year. Estimated monthly volume to	
			be used for life cycle cost comparison and to quote service	
			agreement is 9,000 copies per month. The service agreement is	
			to be quoted as a cost per copy (no guaranteed monthly minimum).	
4	0.00000		96322	\$0.000000
				\$0.000000
			Allowances, All Types	
			Service agreement with supplies (except paper and staples).	
			Prices shall be firm for one year. Estimated monthly volume to	
			be used for life cycle cost comparison and to quote service	
			agreement is 9,000 copies per month. The service agreement is	
			to be quoted as a cost per copy (no guaranteed monthly minimum).	



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## **TERMS AND CONDITIONS**

### **Incorporation**

The Request for Proposal and/or bid documents for this project and the vendor's proposal in response to the RFP or Bid together with any clarifications, attachments, appendices, or amendments of the State or the Vendor are incorporated into this Contract by reference as if fully set forth in this Contract.

### **Remedies upon Default**

In any case where the vendor has failed to deliver or has delivered non-conforming goods and/or services, the State shall provide a cure notice. The notice to cure shall state the maximum length of time the vendor has to cure. If after the time period stated in the notice to cure has passed, the vendor continues to be in default, the State may procure goods and/or services in substitution from another source and charge the difference between the contracted price and the market price to the defaulting vendor. The State's Attorney General shall be requested to make collection from the defaulting vendor.

### **Force Majeure**

Force majeure includes acts of God, war, civil disturbance and any other causes which are beyond the control and anticipation of the party affected and which, by the exercise of reasonable diligence, the party was unable to anticipate or prevent. These provisions of force majeure also apply to subcontractors or suppliers of the Vendor. Force majeure does not include financial difficulties of the Vendor or any associated company of the Vendor, or claims or court orders that restrict the Vendor's ability to deliver the goods or services contemplated by this Agreement. Neither the Vendor nor the State shall be liable to the other for any delay or failure of performance of this Agreement caused by a force majeure, and not as a result of the fault or negligence of a party.

### **Subcontractors**

The successful vendor shall be responsible for all acts and performance of any subcontractor or secondary supplier that the successful vendor may engage for the completion of any contract with the State. A delay that results from a subcontractor's conduct, negligence or failure to perform shall not exempt the vendor from default remedies. The successful vendor shall be responsible for payment to all subcontractors and all other third parties.

### **Termination-Non-Appropriation**

Notwithstanding any other provision of this contract, if funds anticipated for the continued fulfillment of this contract are at any time not forthcoming or insufficient, either through the failure of the State to appropriate funds, discontinuance or material alteration of the program for which funds were provided, then the State shall have the right to terminate this contract without penalty by giving not less than thirty (30) days written notice documenting the lack of funding, discontinuance or program alteration.

### **Immunity of State/Fed Agencies**

The vendor shall defend and hold harmless the State and Federal funding source for the State of Iowa from liability arising from the vendor's performance of this contract and the vendor's activities with subcontracted and all other third parties.

### **Assignment**

Vendors may not assign contracts or purchase orders to any party (including financial institutions) without written permission of the General Services Enterprise - Purchasing.

### **Anti-Trust Assignment**

For good cause and as consideration for executing this purchase order, the vendor, through its duly authorized agent, conveys, sells, assigns, and transfers to the State of Iowa all rights, title and interest in and to all causes of action it may now or hereafter acquire under the anti-trust laws of the United States and the State of Iowa, relating to the particular goods or services purchased or acquired by the State of Iowa pursuant to the using State of Iowa agency.

### **Delivery and Acceptance**

When an award has been made to a vendor and the purchase order issued, deliveries are to be made in the following manner.

- A. Deliveries - All deliveries are to be made only to the point specified on the purchase order. If delivery is made to any other point, it shall be the responsibility of the vendor to promptly reship to the correct location. Failure to deliver procured goods on time may result in cancellation of an order or termination of a contract at the option of the State.
- B. Delivery Charges - All delivery charges should be to the account of the vendor whenever possible. If not, all delivery charges should be prepaid by vendor and added to the invoice.
- C. Notice of Rejection - The nature of any rejections of a shipment, based on apparent deficiencies disclosed by ordinary methods of inspection, will be given by the receiving agency to the vendor and carrier within a reasonable time after delivery of the item, with a copy of this notice to the General Services Enterprise - Purchasing. Notice of latent deficiencies which would make items unsatisfactory for the purpose intended may be given by the State of Iowa at any time after acceptance.

### **Delivery and Acceptance (cont)**

- D. Disposition of Rejected item - The vendor must remove at the vendor's expense any item rejected by the State. If the vendor fails to remove that rejected item, the State may dispose of the item by offering the same for sale, deduct any accrued expense and remit the balance to the vendor.
- E. Testing After Delivery - Laboratory analysis of an item or other means of testing may be required after delivery. In such cases, vendors will be notified in writing that a special test is being made and that payment will be withheld until completion of the testing process.

### **Title to Goods**

The vendor warrants that the goods purchased hereunder are free from all liens, claims or encumbrances.

### **Indemnification**

To the extent that goods are not manufactured in accordance with the State's design, the vendor shall defend, indemnify and hold harmless the State of Iowa, the State's assignees, and other users of the goods from and against any claim of infringement of any Letter Patent, Trade Names, Trademark, Copyright or Trade Secrets by reason of sale or use of any articles purchased hereunder. The State shall promptly notify the vendor of any such claim.

### **Nondiscrimination**

The vendor is subject to and must comply with all federal and state requirements concerning fair employment and will not discriminate between or among them by reason of race, color, religion, sex, national origin or physical handicap.

### **Warranty**

The vendor expressly warrants that all goods supplied shall be merchantable in accordance with the Uniform Commercial Code, Section 2-314 and the Iowa Code, Section 554.2314.

### **Taxes**



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The State of Iowa is exempt from the payment of Iowa sales tax, motor vehicle fuel tax and any other Iowa tax that may be applied to a specified commodity and/or service. Contractors performing construction activities are required to pay state sales tax on the cost of materials. The Iowa Department of Revenue exemption letter will be furnished to a vendor upon request.

**Hazardous Material**

All packaging, transportation, and handling of hazardous materials shall be in accordance with applicable federal and state regulations including, but not limited to, the Material Safety Data Sheet provision of O.S.H.A. Hazard Communication Standard 29CFR 1910.1200, and Iowa Administrative Code, Chapter 567.

**Public Records**

The laws of the State of Iowa require procurement records to be made public unless exempted by the Code of Iowa.

**Miscellaneous**

The terms and provisions of this contract shall be construed in accordance with the laws of the State of Iowa. Any and all litigation or actions commenced in connection with this contract shall be brought in Des Moines, Iowa, in Polk County District Court for the State of Iowa. If however, jurisdiction is not proper in Polk County District Court, the action shall only be brought in the United States District Court for the Southern District of Iowa, Central Division, providing that jurisdiction is proper in that forum. This provision shall not be construed as waiving any immunity to suit or liability, which may be available to the State of Iowa.

If any provision of this contract is held to be invalid or unenforceable, the remainder shall be valid and enforceable.

**Records Retention**

The vendor shall maintain books, records, and documents which sufficiently and properly document and calculate all charges billed to the State of Iowa throughout the term of this Agreement for a period of at least five (5) years following the date of final payment or completion of any required audit, whichever is later. The vendor shall at, no charge, permit the Auditor of the State of Iowa, or any authorized representative of the State (or where federal funds are involved, the Comptroller General of the United States or any other authorized representative of the United States government) to access and examine, audit, excerpt and transcribe any directly pertinent books, documents, papers, electronic or optically stored and created records, or other records of the vendor relating to orders, invoices, or payments documentation or materials pertaining to this Agreement.

**Independent Contractor**

The vendor is an independent contractor performing services for the State of Iowa, and as such shall not hold itself out as an employee or agent of the State.

**Performance Monitoring**

For all service contracts, the requirements of Iowa Code sections 8.47 shall be incorporated into final terms and conditions of the contract.

# Office Equipment – Copier Purchases

## Pricing

### Basic Copier

Copier Level	Supplier	Manufacturer	Model	Unit Cost
1	Oce Imagistics	Oce Imagistics	Fx2100	\$ 666.93
2	IKON OFFICE SOLUTIONS	RICOH	2020D	\$ 1,184.00
3	IKON OFFICE SOLUTIONS	CANON	IR2830	\$ 2,122.50
4	Oce Imagistics	Oce Imagistics	im4511	\$ 1,936.99
5	Oce Imagistics	Oce Imagistics	IM5520	\$ 2,799.00
6	IKON OFFICE SOLUTIONS	RICOH	2060	\$ 7,442.95

### Fully Loaded Copier

2	Oce Imagistics	Black & White	Oce Imagistics	im2520F	\$ 4,183.24
3	IKON OFFICE SOLUTIONS	Black & White	RICOH	3030	\$ 5,449.00
3	Koch Brothers	Color	Lanier	LD328c	\$ 8,428.18
3	Koch Brothers	Color	Lanier	LD328c	\$ 8,428.18
4	Oce Imagistics	Black & White	Oce Imagistics	IM4511	\$ 4,643.00
3	Koch Brothers	Color	Lanier	LD328c	\$ 8,428.18
3	IKON OFFICE SOLUTIONS	Black & White	RICOH	3030	\$ 5,449.00
3	Koch Brothers	Color	Lanier	LD328c	\$ 8,428.18
4	Oce Imagistics	Black & White	Oce Imagistics	IM4511	\$ 4,643.00
4	Oce Imagistics	Black & White	Oce Imagistics	IM4511	\$ 4,643.00
4	Oce Imagistics	Black & White	Oce Imagistics	IM4511	\$ 4,643.00

### Mid-Range (Typical) Copier

Copier Level	Supplier	Copier Type	Manufacturer	Model	Unit Cost
1	IKON OFFICE SOLUTIONS	Black & White	RICOH	1515	\$ 780.00
1	IKON OFFICE SOLUTIONS	Black & White	RICOH	1515	\$ 780.00
2	IKON OFFICE SOLUTIONS	Black & White	RICOH	2020D	\$ 1,505.00
2	IKON OFFICE SOLUTIONS	Black & White	RICOH	2020D	\$ 1,505.00
2	IKON OFFICE SOLUTIONS	Black & White	RICOH	2020D	\$ 1,505.00
3	IKON OFFICE SOLUTIONS	Black & White	CANON	IR2830	\$ 2,639.00
3	IKON OFFICE SOLUTIONS	Black & White	CANON	IR2830	\$ 2,639.00
4	IKON OFFICE SOLUTIONS	Black & White	RICOH	3045	\$ 3,949.00
4	IKON OFFICE SOLUTIONS	Black & White	RICOH	3045	\$ 3,949.00
4	IKON OFFICE SOLUTIONS	Black & White	RICOH	3045	\$ 3,949.00
5	IKON OFFICE SOLUTIONS	Black & White	RICOH	2051	\$ 6,527.00
5	IKON OFFICE SOLUTIONS	Black & White	RICOH	2051	\$ 6,527.00
3	IKON OFFICE SOLUTIONS	Color	RICOH	3228	\$ 5,951.00

Copier level indicates speed of copier. The lower the number, the fewer copies per minute.

### Bidder Information

Supplier Name: Koch Brothers

Date: 5/10/2006

## BLACK & WHITE

### Multifunctional Capable Copier

Manufacturer Name: Lanier

**Model Number:** LD160 P/S

Release Date: Nov-04

Phase Out Date: Jul-06

Digital copier packages shall be bid with copy, print, scan and fax capability, network functionality, a minimum of 2 standard size paper trays, 1 large capacity paper tray, Auto Document Feeder and Finisher.

Copier Proposed	Total Price
Lanier LD160 P/S	\$ 10,346.65

[illegible]

Additional Accessories/Upgrades Available:	List Price	Percentage Discount Off of List	Proposed Accessory Price
Postscript (for McIntosh users) for print module	\$ 2,150.00	64.04%	\$ 773.14
			\$ -
2/3 hole punch for finisher	\$ 765.00	65.49%	\$ 264.00
Finisher 3000 sheet 100 sheet staple capacity	\$ 5,460.00	62.49%	\$ 2,048.05
Large Capacity Cassette 4000 sheets	\$ 2,095.00	66.58%	\$ 700.15
			\$ -
Wireless Lan	\$ 375.00	35.20%	\$ 243.00
			\$ -
Access codes=500			\$ -
			\$ -
			\$ -
20 amp. Dedicated outlet required			\$ -
			\$ -
			\$ -

## Features / Accessories

## Bidder Information

Supplier Name: Koch Brothers  
 Date: 5/10/2006

## COLOR

## Multifunctional Capable Copier

Manufacturer Name: Lanier  
 Model Number: LD160c  
 Release Date: Jul-05  
 Phase Out Date: May-07

Digital copier packages shall be bid with copy, print, scan and fax capability, network functionality, a minimum of 2 standard size paper trays, 1 large capacity paper tray, Auto Document Feeder and Finisher.

Copier Proposed	Total Price
Lanier LD160c	\$ 15,167.12

## Included Features

Print/Scan (no fax capability)
Reversing Document Feeder
Finisher (stapling) 3000 sheet 50 sheet staple capacity
High grade power filter

Additional Accessories/Upgrades Available:	List Price	Percentage Discount Off of List	Proposed Accessory Price
Postscript	\$ 2,200.00	61.81%	\$ 840.18
Finisher (stapling) 3000 sheet 100 sheet staple capacity	\$ 5,840.00	53.64%	\$ 2,707.42
Booklet Finisher (staples & folds)	\$ 5,200.00	61.53%	\$ 2,000.44
Large Capacity Cassette 4000 sheets	\$ 2,095.00	55.46%	\$ 933.11
2/3 hole punch	\$ 875.00	50.74%	\$ 431.03
Wireless Lan	\$ 375.00	35.20%	\$ 243.00
			\$ -
Copy Exit Tray	\$ 145.00	61.37%	\$ 56.01
			\$ -
Access Codes=500			\$ -
			\$ -
			\$ -
			\$ -
20 amp. Dedicated outlet required			\$ -

Features / Accessories

### Bidder Information

Supplier Name: Koch Brothers

Date: 5/10/2006

## BLACK & WHITE

### Multifunctional Capable Copier

Manufacturer Name: Lanier

Model Number: LD245 spf

Release Date: Oct-05

Phase Out Date: Jan-07

Digital copier packages shall be bid with copy, print, scan and fax capability, network functionality, a minimum of 2 standard size paper trays, 1 large capacity paper tray, Auto Document Feeder and Finisher.

Copier Proposed	Total Price		
Lanier LD245 spf	\$	6,702.54	
Included Features			
Reversing Automatic Document Feeder			
Print/Scan/Fax			
2x500 paper drawers standard			
1500 large capacity cassette			
Finisher (stapling) 1000 sheet 50 sheet staple capacity			
High grade power filter			
Additional Accessories/Upgrades Available:	List Price	Percentage Discount Off of List	Proposed Accessory Price
Stand	\$ 180.00	65.55%	\$ 62.01
			\$ -
Finisher (stapling) 2000 sheet 50 sheet staple capacity	\$ 2,995.00	46.24%	\$ 1,610.11
2/3 hole punch	\$ 765.00	66.01%	\$ 260.02
Booklet finisher (folds & staples)	\$ 4,490.00	51.60%	\$ 2,173.16
			\$ -
256 mb. Memory for print module	\$ 800.00	94.62%	\$ 43.04
Postscript (for McIntosh users) for print module	\$ 995.00	57.58%	\$ 422.08
Wireless Lan	\$ 375.00	35.20%	\$ 243.00
2x500 sheet paper bank	\$ 1,599.00	66.29%	\$ 539.02
			\$ -
Access Codes=100			\$ -
expandable up to 500 codes	\$ 175.00	65.14%	\$ 61.01
			\$ -



## Bidder Information

Supplier Name: Koch Brothers  
Date: 5/10/2006

## COLOR

## Multifunctional Capable Copier

Manufacturer Name: Lanier  
Model Number: LD345c  
Release Date: Jun-05  
Phase Out Date: Sep-06

Digital copier packages shall be bid with copy, print, scan and fax capability, network functionality, a minimum of 2 standard size paper trays, 1 large capacity paper tray, Auto Document Feeder and Finisher.

Copier Proposed	Total Price
<b>Copier Model Proposed</b>	\$ 9,182.42

## Included Features

Reversing Automatic Document Feeder
Duplexing
Print/Scan/Fax
2x500 sheets standard
2000 sheet paper deck (most departments don't need this)
Finisher (stapling)
High grade power filter

Additional Accessories/Upgrades Available:	List Price	Percentage Discount Off of List	Proposed Accessory Price
Multi-bin tray (recommended if no finisher)	\$ 450.00	60.22%	\$ 179.01
Booklet finisher (folds & staples) 50 sheet staple capacity	\$ 3,400.00	61.32%	\$ 1,315.12
Stand	\$ 180.00	65.55%	\$ 62.01
2/3 hole punch for finisher	\$ 765.00	63.79%	\$ 277.01
1x500 paper bank	\$ 745.00	59.59%	\$ 301.05
2x500 paper bank	\$ 1,245.00	60.48%	\$ 492.02
			\$ -
32 mb. Memory for fax	\$ 185.00	91.89%	\$ 15.00
Handset for fax	\$ 70.00	52.85%	\$ 33.01
			\$ -
Postscript (for McIntosh users) for print module	\$ 1,450.00	59.79%	\$ 583.05
			\$ -
Wireless Lan	\$ 375.00	35.20%	\$ 243.00
Access Codes=500			\$ -

Features / Accessories

<b>Bidder Information</b>	
Supplier Name:	Koch Brothers
Date:	5/10/2006

<b>Multifunctional Capable Copier</b>	
Manufacturer Name:	Lanier
Model Number:	LD120
Release Date:	Nov-05
Phase Out Date:	Jan-07

Digital copiers shall be bid as stand-alone unit. List all available options and upgrades (i.e. include all sizes for memory, etc.) and their associated prices. For copier access codes, indicate number of codes included.

Copier Proposed		List Price for Base/Stand Alone Unit	Percentage Discount Off of List	Price Proposed for Base/Stand Alone Unit
Lanier LD120		\$ 2,900.00	46.96%	\$ 1,538.16
Features/Accessories/Upgrades Available:	Standard Feature or Add-on Accessory	List Prices for Add-ons	Percentage Discount Off of List	Proposed Accessory Price
Example: RAM - 64MB	Add-on Accessory	\$ 168.68	30%	\$ 118.08
Example: Fax Kit	Add-on Accessory	\$ 679.34	25%	\$ 509.51
				\$ -
Automatic Document Feeder	Add-on Accessory	\$ 595.00	55.96%	\$ 262.04
Reversing Automatic Document Feeder (for duplexing) LD120D	Add-on Accessory	\$ 995.00	55.97%	\$ 438.10
				\$ -
Stand	Add-on Accessory	\$ 185.00	54.59%	\$ 84.01
				\$ -
Duplexing	Add-on Accessory	\$ 495.00	62.42%	\$ 186.02
				\$ -
1x500 paper bank	Add-on Accessory	\$ 400.00	54.40%	\$ 182.40
2x500 paper bank	Add-on Accessory	\$ 1,025.00	54.34%	\$ 468.02
				\$ -
Print/Scan	Add-on Accessory	\$ 740.00	54.32%	\$ 338.03
1 bin internal tray (separates print/copy jobs)	Add-on Accessory	\$ 250.00	56.00%	\$ 110.00
Postscript (McIntosh users)	Add-on Accessory	\$ 485.00	55.87%	\$ 214.03
				\$ -
Fax module	Add-on Accessory	\$ 650.00	54.30%	\$ 297.05
Handset	Add-on Accessory	\$ 70.00	57.00%	\$ 30.10
				\$ -
Wireless Lan for print module	Add-on Accessory	\$ 540.00	55.92%	\$ 238.03
				\$ -
High grade power filter (external) included in base price of machine	Standard Feature			\$ -
				\$ -
Access codes=50	Standard Feature			\$ -
				\$ -

Features / Accessories

**Color**

**Bidder Information**

Supplier Name: Koch Brothers

Date: 5/10/2006

**Multifunctional Capable Copier**

Manufacturer Name: Lanier

Model Number: LD124c

Release Date: Jun-05

Phase Out Date: Jun-06

Digital copiers shall be bid as stand-alone unit. List all available options and upgrades (i.e. include all sizes for memory, etc.) and their associated prices. For copier access codes, indicate number of codes included.

Copier Proposed

Copier Model Proposed

Features/Accessories/Upgrades Available:

Standard Feature or Add-on  
Accessory

List Price for Base/Stand Alone Unit	Percentage Discount Off of List	Price Proposed for Base/Stand Alone Unit
\$ 10,960.00	60.98%	\$ 4,276.59
List Prices for Add-ons	Percentage Discount Off of List	Proposed Accessory Price
Add-on Accessory	30%	\$ 118.08
Add-on Accessory	25%	\$ 509.51
Standard Feature		\$ -
Standard Feature		\$ -
Standard Feature		\$ -
Add-on Accessory	55.89%	\$ 86.01
		\$ -
Add-on Accessory	59.07%	\$ 485.02
Add-on Accessory	52.55%	\$ 797.16
		\$ -
Add-on Accessory	61.15%	\$ 470.09
Add-on Accessory	61.72%	\$ 534.01
		\$ -
Add-on Accessory	62.46%	\$ 411.06
Add-on Accessory	91.89%	\$ 15.00
Add-on Accessory	52.85%	\$ 33.01
		\$ -
Add-on Accessory	61.29%	\$ 360.00
		\$ -
Add-on Accessory	35.20%	\$ 243.00
		\$ -
Standard Feature		\$ -
		\$ -
Standard Feature		\$ -
		\$ -
		\$ -

Features / Accessories

Example: RAM - 64MB

Example: Fax Kit

Reversing Document Feeder

Duplexing

Print/Scan

Stand

Finisher/Bridge unit (stapling) 500 sheet 30 sheet stapling

Finisher/Bridge unit (stapling) 1000 sheet 50 sheet stapling

2x500 paper deck

2000 sheet large capacity cassette

Fax

32 mb. Memory

Handset

Postscript (McIntosh users) for print module

Wireless Lan

High grade power filter (external) included in base price of copier

Access codes=500

Bidder Information  
 Supplier Name: **Koch Brothers**  
 Date: **5/9/2006**

Black & White	Supplies Included	Annual Maintenance						Cost per Copy Maintenance		
			FULL SERVICE ANNUAL VOLUME	ANNUAL SERVICE COST (OPTION 1)	ANNUAL SERVICE COST (OPTION 2)	ANNUAL SERVICE COST (OPTION 3)	OVERAGE FEE (PRICE PER IMPRESSION)	COST PER COPY (OPTION 1)	COST PER COPY (OPTION 2)	COST PER COPY (OPTION 3)
			5,000	\$ 70.00	\$ 75.00	\$ 80.00	\$ 0.0050	\$ 0.0026	\$ 0.0026	\$ 0.0026
		Level 1 (15 cpm)	36,000	\$ 504.00	\$ 504.00	\$ 504.00	\$ 0.0090	\$ 0.0140	\$ 0.0140	\$ 0.0140
		Level 2 (21-26 cpm)	108,000	\$ 864.00	\$ 864.00	\$ 864.00	\$ 0.0080	\$ 0.0080	\$ 0.0080	\$ 0.0080
		Level 3 (27-39 cpm)	204,000	\$ 1,530.00	\$ 1,530.00	\$ 1,530.00	\$ 0.0075	\$ 0.0075	\$ 0.0075	\$ 0.0075
		Level 4 (40-49 cpm)	384,000	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 0.0075	\$ 0.0075	\$ 0.0075	\$ 0.0075
		Level 5 (50-59 cpm)	576,000	\$ 3,168.00	\$ 3,168.00	\$ 3,168.00	\$ 0.0055	\$ 0.0055	\$ 0.0055	\$ 0.0055
		Level 6 (60-79 cpm)	720,000	\$ 3,960.00	\$ 3,960.00	\$ 3,960.00	\$ 0.0055	\$ 0.0055	\$ 0.0055	\$ 0.0055
	Supplies Excluded		FULL SERVICE ANNUAL VOLUME	ANNUAL SERVICE COST (OPTION 1)	ANNUAL SERVICE COST (OPTION 2)	ANNUAL SERVICE COST (OPTION 3)	OVERAGE FEE (PRICE PER IMPRESSION)	COST PER COPY (OPTION 1)	COST PER COPY (OPTION 2)	COST PER COPY (OPTION 3)
			5,000	\$ 70.00	\$ 75.00	\$ 80.00	\$ 0.0050	\$ 0.0026	\$ 0.0026	\$ 0.0026
		Level 1 (15 cpm)	36,000	\$ 270.00	\$ 270.00	\$ 270.00	\$ 0.0075	\$ 0.0075	\$ 0.0075	\$ 0.0075
		Level 2 (21-26 cpm)	108,000	\$ 756.00	\$ 756.00	\$ 756.00	\$ 0.0070	\$ 0.0070	\$ 0.0070	\$ 0.0070
		Level 3 (27-39 cpm)	204,000	\$ 1,428.00	\$ 1,428.00	\$ 1,428.00	\$ 0.0070	\$ 0.0070	\$ 0.0070	\$ 0.0070
		Level 4 (40-49 cpm)	384,000	\$ 1,997.00	\$ 1,997.00	\$ 1,997.00	\$ 0.0052	\$ 0.0052	\$ 0.0052	\$ 0.0052
		Level 5 (50-59 cpm)	576,000	\$ 2,304.00	\$ 2,304.00	\$ 2,304.00	\$ 0.0040	\$ 0.0040	\$ 0.0040	\$ 0.0040
		Level 6 (60-79 cpm)	720,000	\$ 2,880.00	\$ 2,880.00	\$ 2,880.00	\$ 0.0040	\$ 0.0040	\$ 0.0040	\$ 0.0040

Color	Supplies Included	Annual Maintenance						Cost per Copy Maintenance					
			FULL SERVICE ANNUAL VOLUME	ANNUAL SERVICE COST (OPTION 1)	ANNUAL SERVICE COST (OPTION 2)	ANNUAL SERVICE COST (OPTION 3)	OVERAGE FEE (PRICE PER IMPRESSION)	COST PER COPY (OPTION 1)		COST PER COPY (OPTION 2)		COST PER COPY (OPTION 3)	
			5,000	\$ 70.00	\$ 75.00	\$ 80.00	\$ 0.0050	Color	B&W	Color	B&W	Color	B&W
			5,000	\$ 70.00	\$ 75.00	\$ 80.00	\$ 0.0050	\$ 0.1319	\$ 0.0103	\$ 0.0025	\$ 0.0025	\$ 0.0025	\$ 0.0025
		Level 1 (15 cpm)	36,000					\$ 0.0600	\$ 0.0100	\$ 0.0600	\$ 0.0100	\$ 0.0600	\$ 0.0100
		Level 2 (21-26 cpm)	108,000	\$ 360.00	\$ 360.00	\$ 360.00	\$ 0.0100	\$ 0.0600	\$ 0.0095	\$ 0.0600	\$ 0.0095	\$ 0.0600	\$ 0.0095
		Level 3 (27-39 cpm)	204,000	\$ 1,026.00	\$ 1,026.00	\$ 1,026.00	\$ 0.0095	\$ 0.0600	\$ 0.0092	\$ 0.0600	\$ 0.0092	\$ 0.0600	\$ 0.0092
		Level 4 (40-49 cpm)	384,000	\$ 3,533.00	\$ 3,533.00	\$ 3,533.00	\$ 0.0092	\$ 0.0590	\$ 0.0092	\$ 0.0590	\$ 0.0092	\$ 0.0590	\$ 0.0092
		Level 5 (50-59 cpm)	576,000	\$ 5,299.00	\$ 5,299.00	\$ 5,299.00	\$ 0.0092	\$ 0.0590	\$ 0.0092	\$ 0.0590	\$ 0.0092	\$ 0.0590	\$ 0.0092
		Level 6 (60-79 cpm)	720,000	\$ 5,040.00	\$ 5,040.00	\$ 5,040.00	\$ 0.0070	\$ 0.0570	\$ 0.0070	\$ 0.0570	\$ 0.0070	\$ 0.0570	\$ 0.0070
	Supplies Excluded		FULL SERVICE ANNUAL VOLUME	ANNUAL SERVICE COST (OPTION 1)	ANNUAL SERVICE COST (OPTION 2)	ANNUAL SERVICE COST (OPTION 3)	OVERAGE FEE (PRICE PER IMPRESSION)	COST PER COPY (OPTION 1)		COST PER COPY (OPTION 2)		COST PER COPY (OPTION 3)	
			5,000	\$ 70.00	\$ 75.00	\$ 80.00	\$ 0.0050	Color	B&W	Color	B&W	Color	B&W
			5,000	\$ 70.00	\$ 75.00	\$ 80.00	\$ 0.0050	\$ 0.1319	\$ 0.0103	\$ 0.0025	\$ 0.0025	\$ 0.0025	\$ 0.0025
		Level 1 (15 cpm)	36,000					\$ 0.0300	\$ 0.0090	\$ 0.0300	\$ 0.0090	\$ 0.0300	\$ 0.0090
		Level 2 (21-26 cpm)	108,000	\$ 972.00	\$ 972.00	\$ 972.00	\$ 0.0090	\$ 0.0300	\$ 0.0085	\$ 0.0300	\$ 0.0085	\$ 0.0300	\$ 0.0085
		Level 3 (27-39 cpm)	204,000	\$ 1,734.00	\$ 1,734.00	\$ 1,734.00	\$ 0.0085	\$ 0.0300	\$ 0.0070	\$ 0.0300	\$ 0.0070	\$ 0.0300	\$ 0.0070
		Level 4 (40-49 cpm)	384,000	\$ 2,688.00	\$ 2,688.00	\$ 2,688.00	\$ 0.0070	\$ 0.0290	\$ 0.0070	\$ 0.0290	\$ 0.0070	\$ 0.0290	\$ 0.0070
		Level 5 (50-59 cpm)	576,000	\$ 4,032.00	\$ 4,032.00	\$ 4,032.00	\$ 0.0070	\$ 0.0290	\$ 0.0070	\$ 0.0290	\$ 0.0070	\$ 0.0290	\$ 0.0070
		Level 6 (60-79 cpm)	720,000	\$ 4,320.00	\$ 4,320.00	\$ 4,320.00	\$ 0.0060	\$ 0.0270	\$ 0.0060	\$ 0.0270	\$ 0.0060	\$ 0.0270	\$ 0.0060

"Off" Hour Services Rate: Price Per Hour  
 \$ 200.00